

## Corporate Profile

### Fresenius Medical Care

Fresenius Medical Care is the world's largest integrated provider of products and services for individuals undergoing dialysis because of chronic kidney failure, a condition that affects more than 2.1 million individuals worldwide. Through its network of 3,119 dialysis clinics in North America, Europe, Latin America, Asia-Pacific and Africa, Fresenius Medical Care provides dialysis treatment to 253,041 patients around the globe. Fresenius Medical Care is also the world's leading provider of dialysis products such as hemodialysis machines, dialyzers and related disposable products.

## Growth Strategy

### With GOAL 13...

...new targets of the growth strategy were adopted in September 2010. Thereby we follow up the previous strategy, continuing to pursue the strategic four paths consistently in a financially responsible way to consolidate our position as world market leader in dialysis:

- Organic growth in dialysis services by innovative treatment techniques and the opening of new clinics
- Acquisitions of existing clinics to ensure optimized international presence
- Horizontal expansion in the sector of Renal Drugs as well as
- A boosted activity in home therapies

## Key Figures - Summary First Quarter 2012

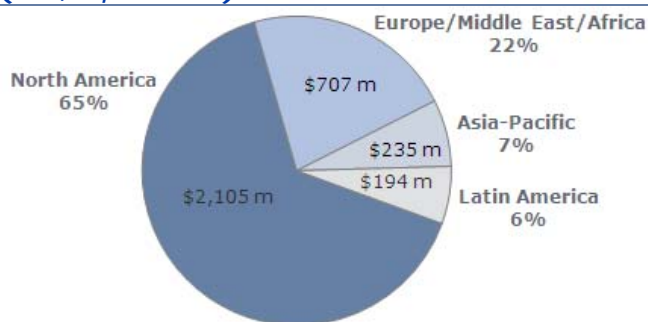
Net revenue	\$ 3,249 million	+ 9%
Operating income (EBIT)	\$ 503 million	+ 13%
Net income <sup>1</sup>	\$ 244 million	+ 10%
attributable to shareholders of Fresenius Medical Care AG & Co. KGaA		
Earnings per share <sup>1</sup>	\$ 0.80	+ 10%
Total assets <sup>2</sup>	\$ 21,988 million	
Operating cash flow <sup>3</sup>	\$ 481 million	
Employees <sup>2</sup>	82,979	+ 5%
Patients <sup>2</sup>	253,041	+ 17%
Clinics <sup>2</sup>	3,119	+ 13%
Treatments <sup>3</sup>	9.21 million	+ 13%

<sup>1</sup> excluding investment gain

<sup>2</sup> by March 31, 2012

<sup>3</sup> in the first quarter of 2012

## Revenue first quarter 2012 per region (US\$ 3,249 m\*)



\*incl. corporate of US\$ 8 m

## Management Board

- Dr. Ben J. Lipps (Chairman)
- Rice Powell (Vice Chairman)
- Michael Brosnan
- Roberto Fusté
- Dr. Emanuele Gatti
- Dr. Rainer Runte
- Kent Wanzek

## Goals for 2012

Net revenue	~ \$14.0 billion
Net income*	~ \$1.14 billion
Leverage ratio (Debt/EBITDA)	< 3.0
Capital expenditures	~ \$700 million
Acquisitions	~ \$1.8 billion

\*This does not include the investment gain in the amount of approx. \$127 million in the first quarter of 2012.

## Supervisory Board

- Dr. Gerd Krick (Chairman)
- Dr. Dieter Schenk (Vice Chairman)
- Dr. Walter L. Weisman
- Rolf A. Classon
- William P. Johnston
- Prof. Dr. Bernd Fahrholz



**Share Profile – Key Data**

**Ticker Symbols**

Frankfurt Stock Exchange
New York Stock Exchange (NYSE)
Reuters: XETRA / Frankfurt Stock Exchange
Bloomberg

**Ordinary shares**

FME
FMS
FMEG.DE / FMEG.F
FME GY

**Preference shares**

FME3
FMS/P
FMEG_p.DE / FMEG_p.F
FME3 GY

**Security Identification Numbers**

WKN
ISIN
CUSIP No. (NYSE)

578 580
DE 0005785802
358029106

578 583
DE 0005785836
358029205

**Financing Instruments and Maturity Profile**

	Amount in million	Coupon %	Maturity
Credit Agreement Revolver	\$ 1,200		March 31, 2013
Credit Agreement Term Loan A	\$ 1,850 <sup>1</sup>		March 31, 2013
Credit Agreement Term Loan B	\$ 1,750 <sup>1</sup>		March 31, 2013
Senior Notes 2010 - 2016	€ 250	5.50%	July 15, 2016
Senior Notes 2011 - 2016	€ 100	3-month-Euribor +3.50%	Oct. 15, 2016
Senior Notes 2007 - 2017	\$ 500	6.875%	July 15, 2017
Senior Notes 2011 - 2018	\$ 400	6.50%	September 15, 2018
Senior Notes 2011 - 2018	€ 400	6.50%	September 15, 2018
Senior Notes 2012 - 2019	\$ 800	5.625%	July 31, 2019
Senior Notes 2012 - 2019	€ 250	5.25%	July 31, 2019
Senior Notes 2011 - 2021	\$ 650	5.75%	February 15, 2021
Senior Notes 2011 - 2021	€ 300	5.25%	February 15, 2021
Senior Notes 2012 - 2022	\$ 700	5.875%	January 31, 2022
Notes (Schuldscheindarlehen)	€ 155		October 27, 2012
Notes (Schuldscheindarlehen)	€ 45		October 27, 2014
Accounts Receivable Facility	\$ 800		July 31, 2014

<sup>1</sup> at the beginning before amortisation and extension

**Share Price Development last 12 months**

in €

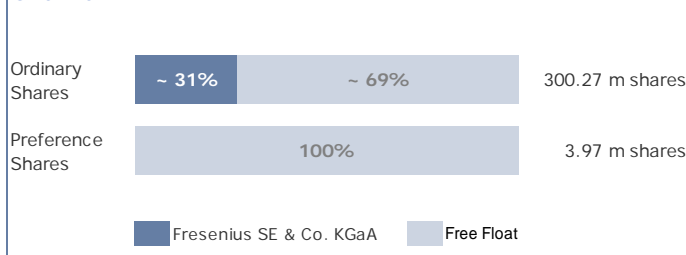


**Financial Calendar**

Event	Date
<b>Report on First Quarter 2012:</b>	
Quarterly Financial Report:	May 31, 2012
<b>Report on Second Quarter 2012:</b>	
Earnings Release:	August 1, 2012
Conference Call:	August 1, 2012
Quarterly Financial Report:	August 31, 2012
<b>Report on Third Quarter 2012:</b>	
Earnings Release:	October 31, 2012
Conference Call:	October 31, 2012
Quarterly Financial Report:	November 30, 2012

**Capital Structure**

**Overview**



**Contacts**

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